

PSJ18 WALGREENS Opp Exh 39

Message

From: Vicki Mangus [vicki.mangus@andanet.com]
Sent: 11/28/2012 4:17:36 PM
To: Foreman, Jeffrey [jeffrey.foreman@walgreens.com]; Price, Jeffrey [jeffrey.price@walgreens.com]; Rurka, David [david.rurka@walgreens.com]; Murray Jr, Denman [denman.murray@walgreens.com]; Groth, Bill [bill.groth@walgreens.com]
CC: William F Versosky [Bill.Versosky@Andanet.com]; Robert Brown [robert.brown@andanet.com]
Subject: Walgreens State Controls Summaries
Attachments: #WALGREENS_ANALYSIS-STATES.xlsx; Walgreens Map Control Percent Flagged.pptx

Team Walgreens:

As promised, I've attached a summary dashboard report showing controls by state The criteria utilized for this report is as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

WALGREENS STATE ANALYSIS (attachment #1):**

- 59% of all FL stores will require a completed questionnaire (approx. 500 stores)
- 38% of all GA stores will require a completed questionnaire (approx. 80 stores)
- Although we thought FL/GA stores might be more “questionable” than other states, the data has actually shows that this is not the case On a national level, 21% of Rx's and 24% of pill count are Controlled Substances vs. Non-Controls FL/GA stores are not necessarily “abnormal” There are other states that have somewhat comparable questionable store percentages

*** NOTE: we will also provide a report which will allow you to drill down to the store level based on the flags outlined on the attached summary ... hope to have that report to you tomorrow*

MAP SLIDES (attachment #2):

- Slide #1: illustrates States with Control Flags ... the lighter the State's shading, the lesser the concern ... conversely, the darker green States eg: Maine, Arizona, Oregon, etc. are your “problem children”
- Slide #2: illustrates that approximately 1/3 (34% ... approx 2,690 stores) of your stores have Oxy as one of the top 3 dispensed products which is the #1 “red flag” at DEA
- Slide #3: illustrates that of the 46 stores that have Phentermine ranked higher than 25, 23 of those stores are located in TX

So, what's the next step guys? What we'd like to discuss is a realistic timeline on when you think we could receive completed questionnaires back from your FL/GA stores & then ultimately, when we would receive completed questionnaires from the other states In order for us to provide a "final" list of truly problematic stores, we need to have those completed questionnaires for Robert & his team to review

Please take some time to digest this data We can discuss further on our Friday 10am CST/11am EST Purchase Agreement Conf Call If you have any immediate questions however, feel free to reach out to me prior to Friday's call

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